

1002244 4.24.2001

100

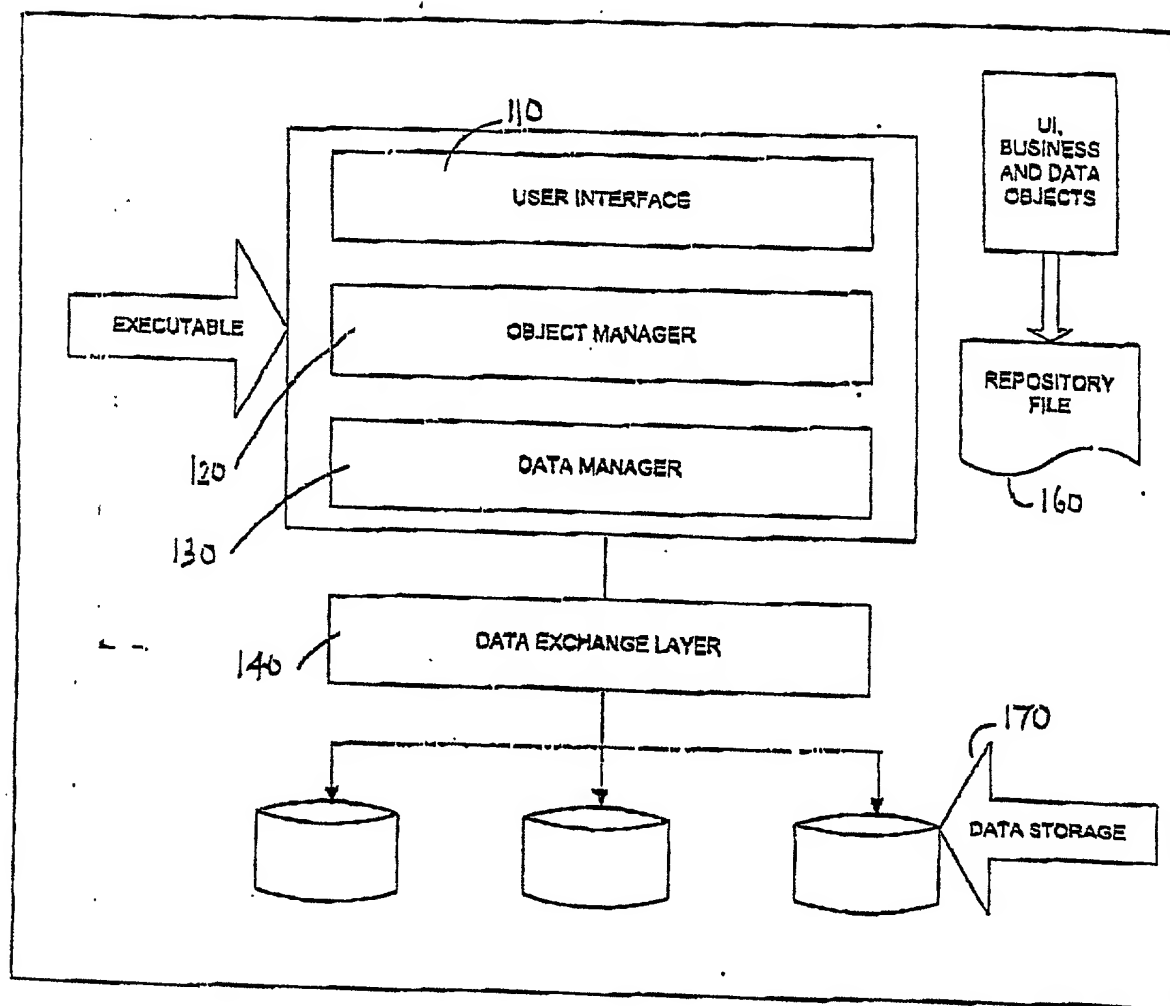


FIG. 1

205

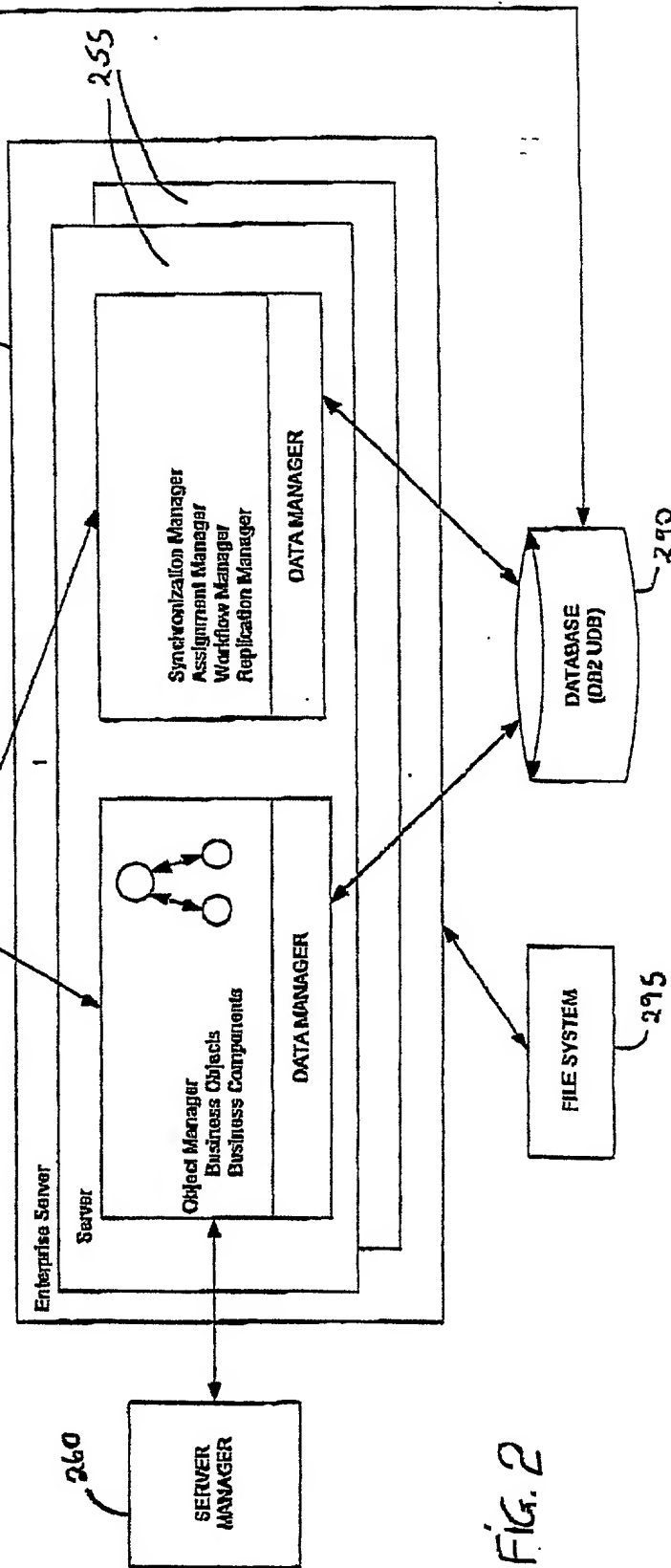
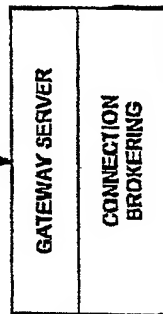
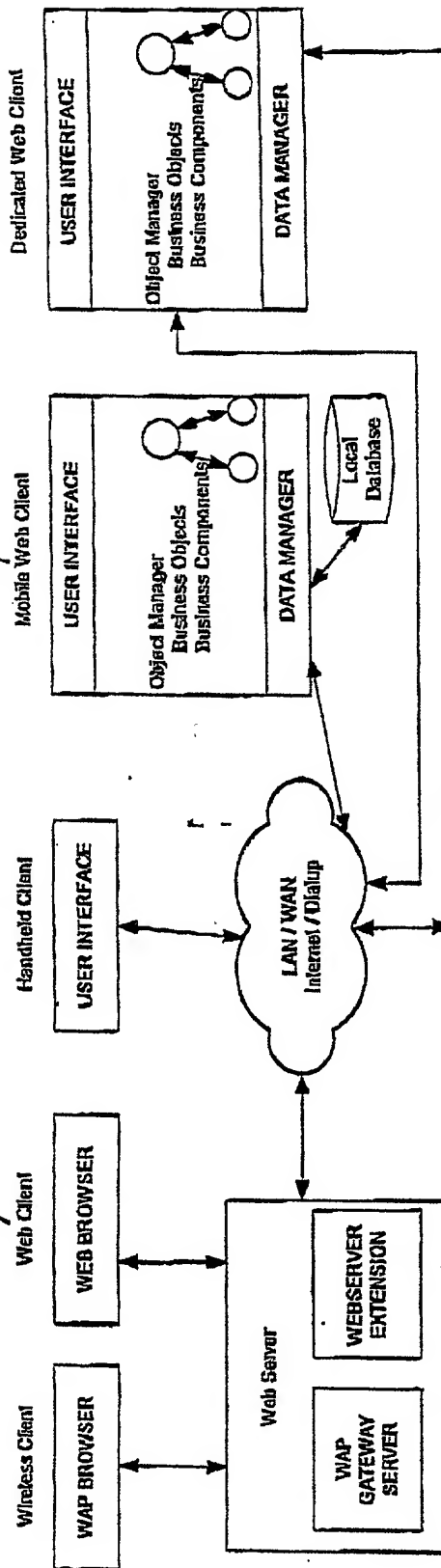


FIG. 2

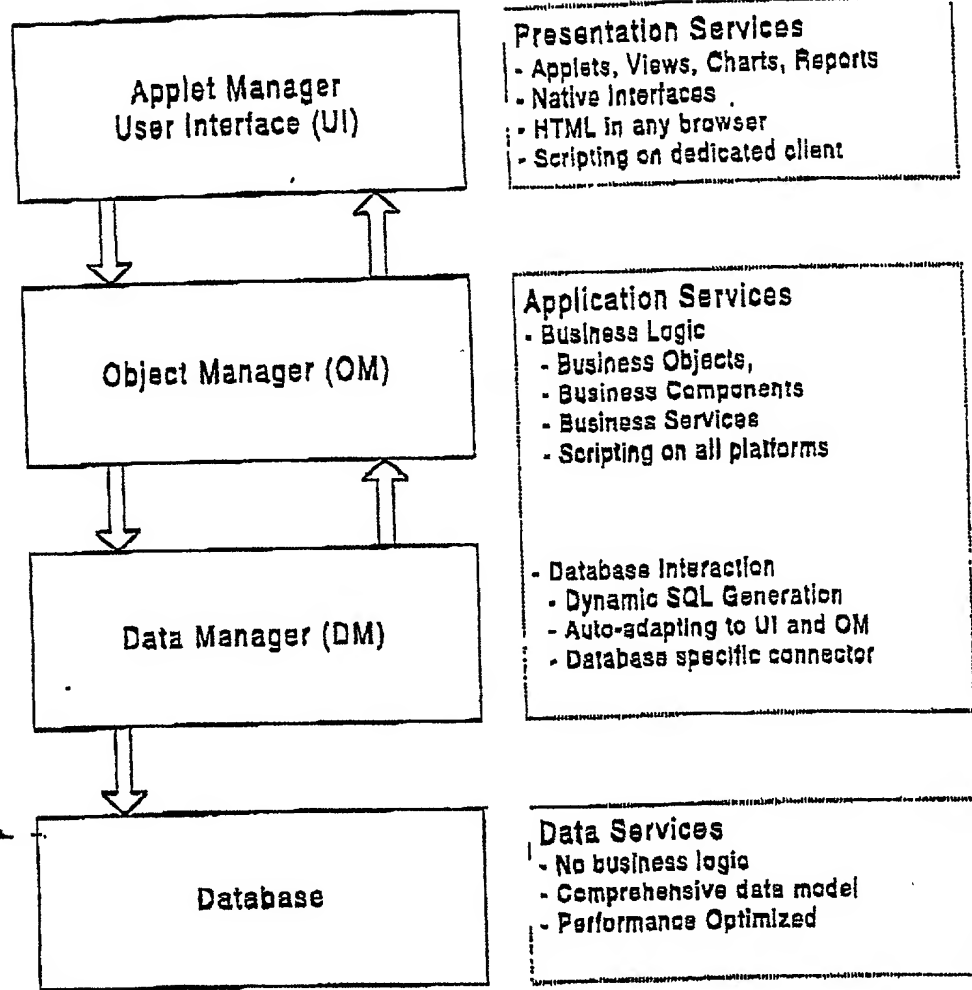


FIG. 3

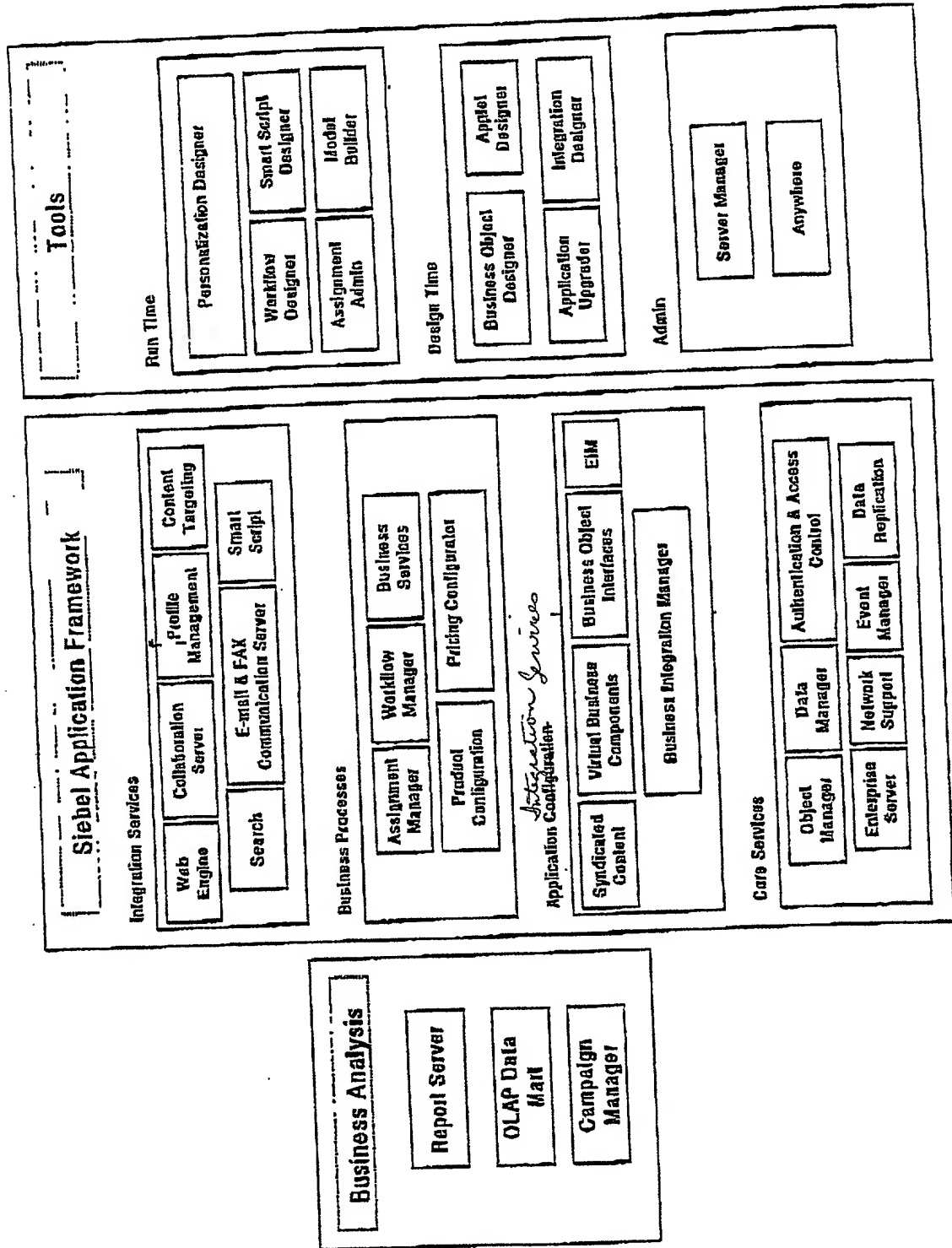


FIG. 4 A

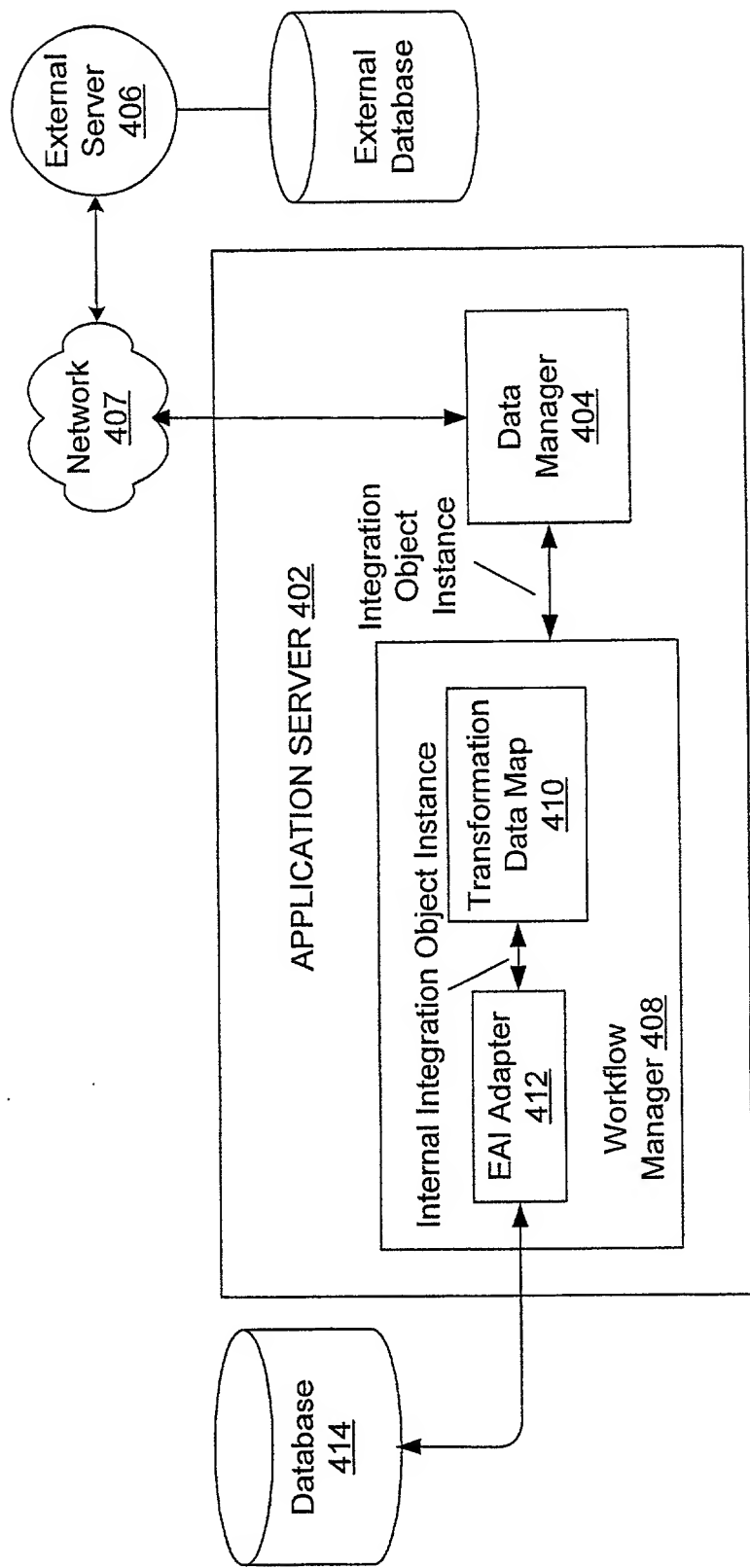


Fig. 4B

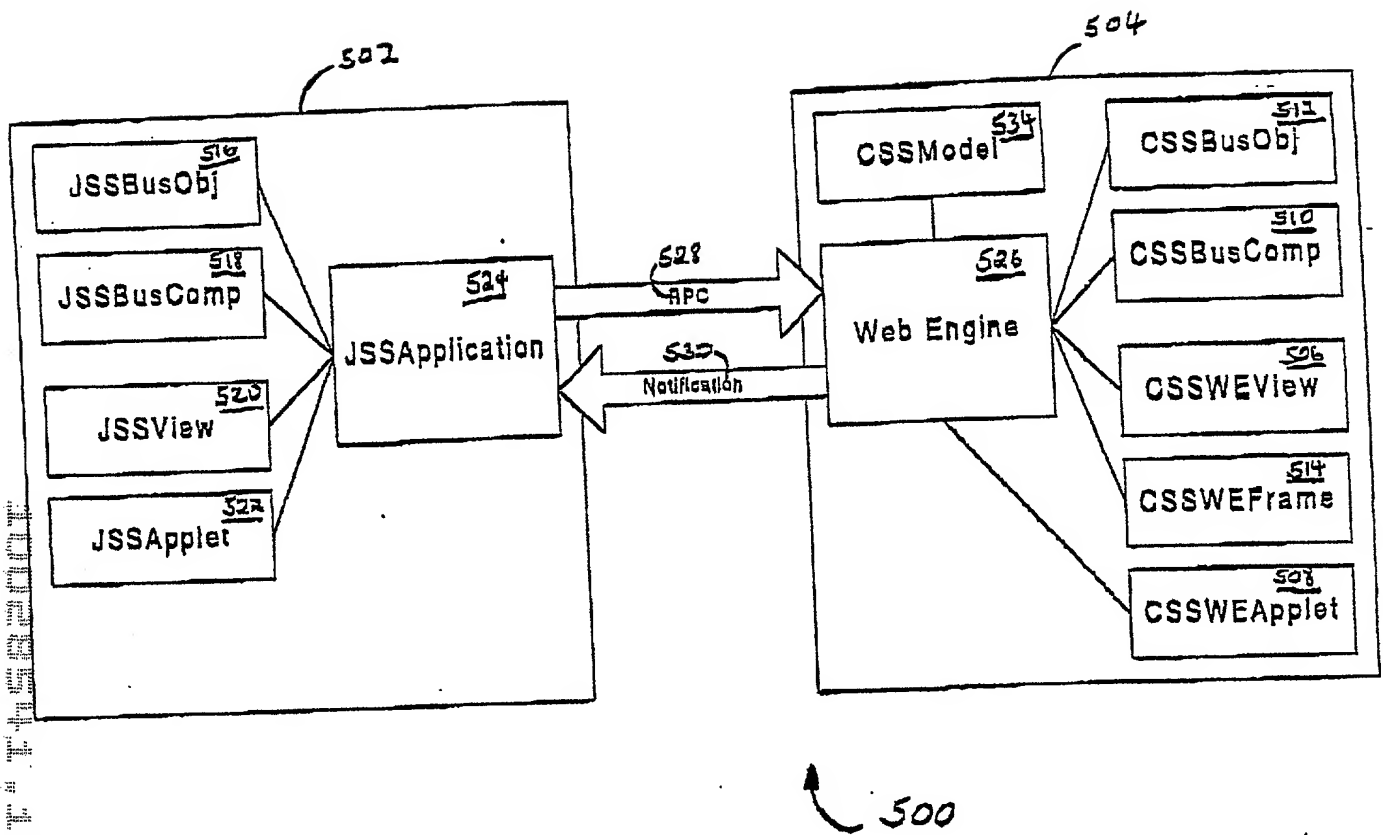
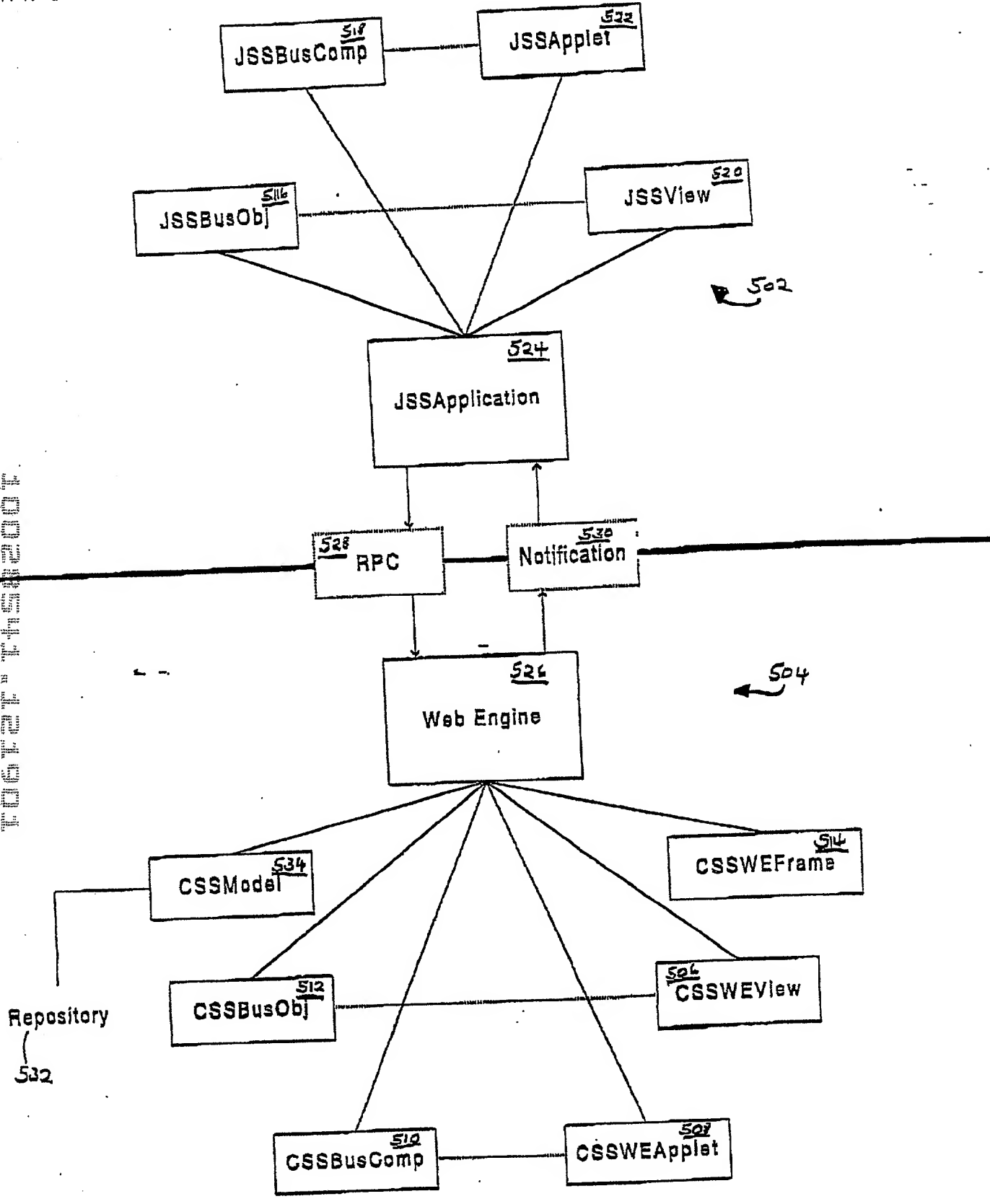


FIG. 5A

Downloaded from www.scribd.com



500 ↗

FIG. 5B

1002344-124901

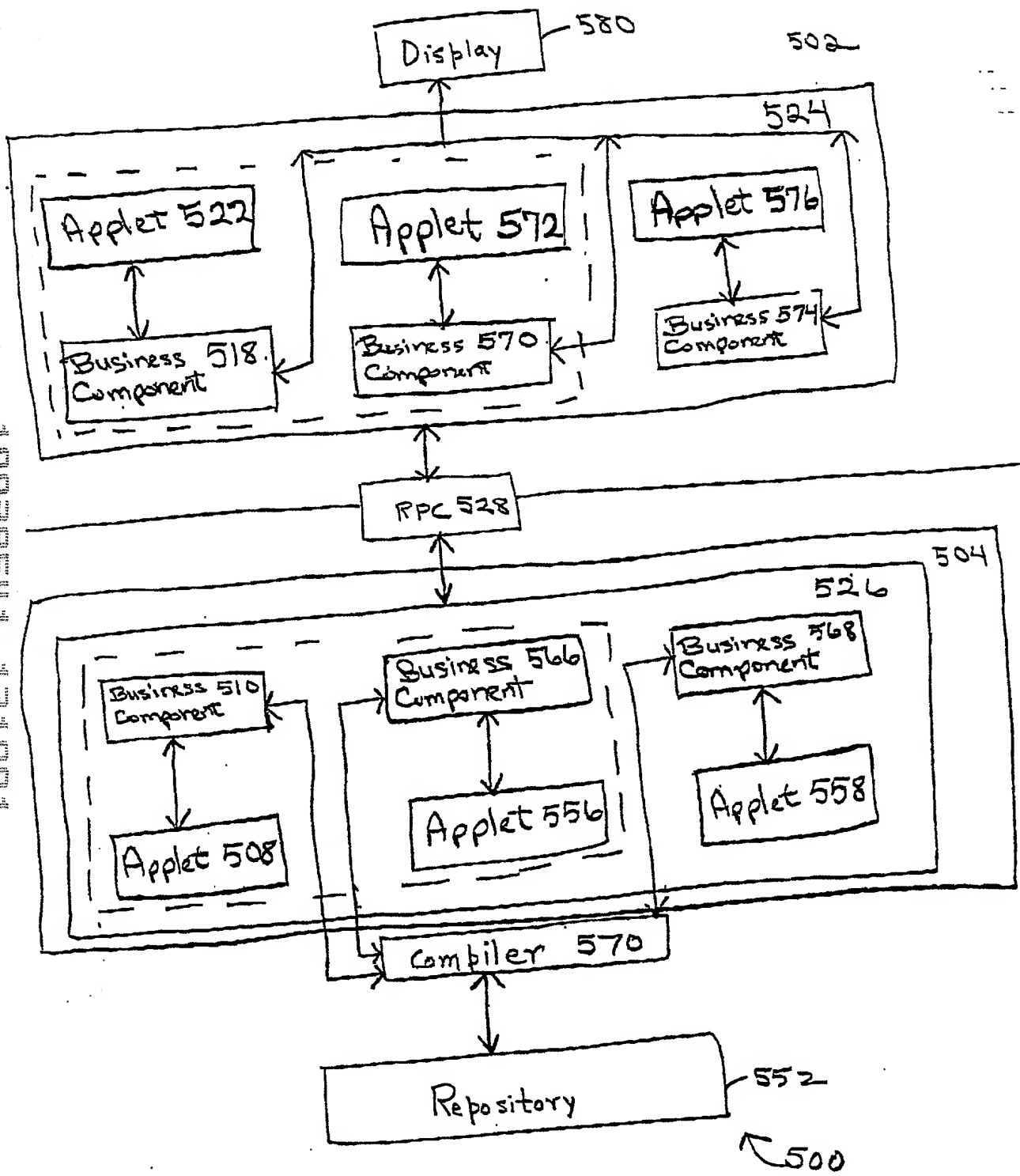


Figure 5c

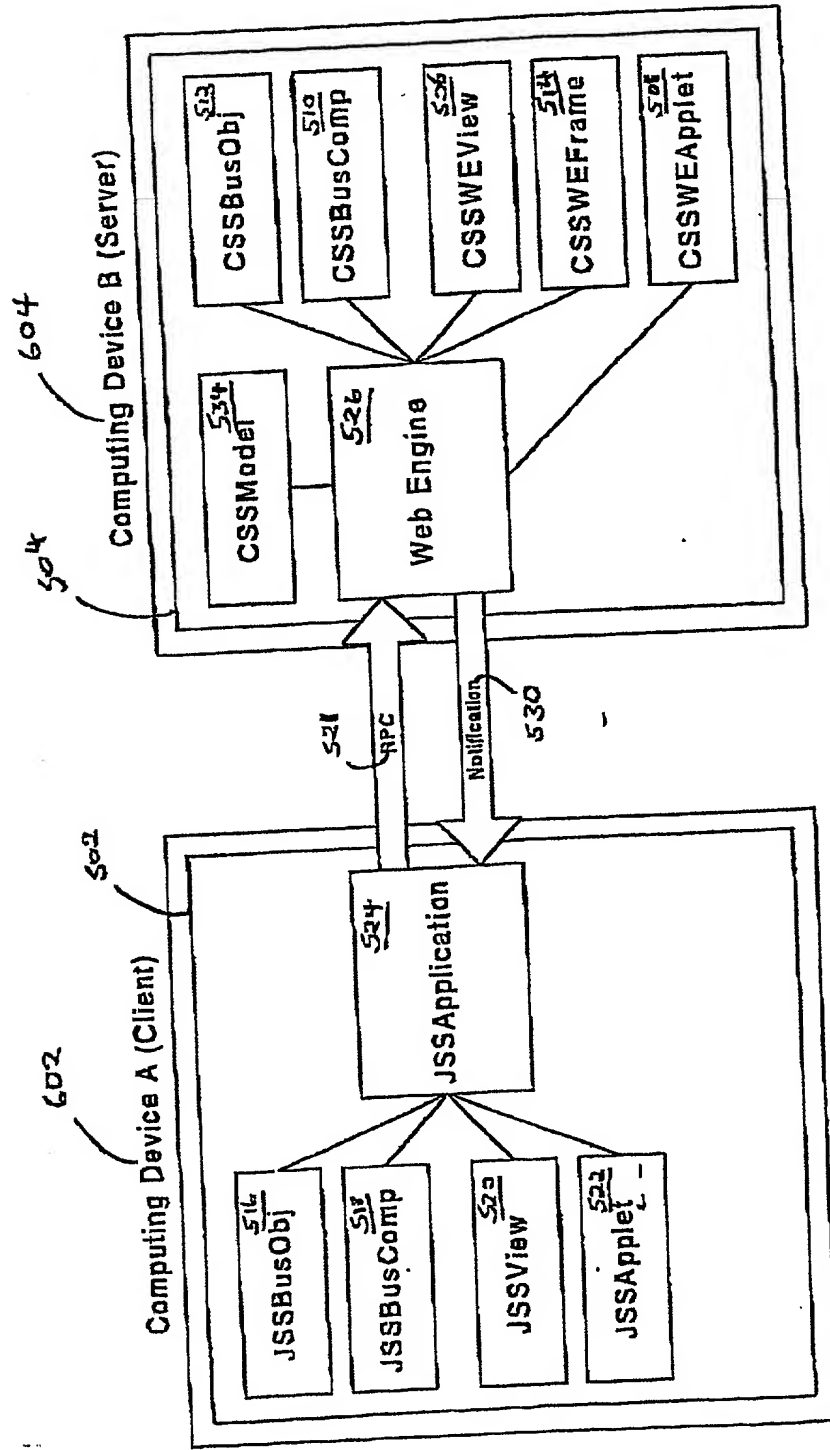


FIG. 6A

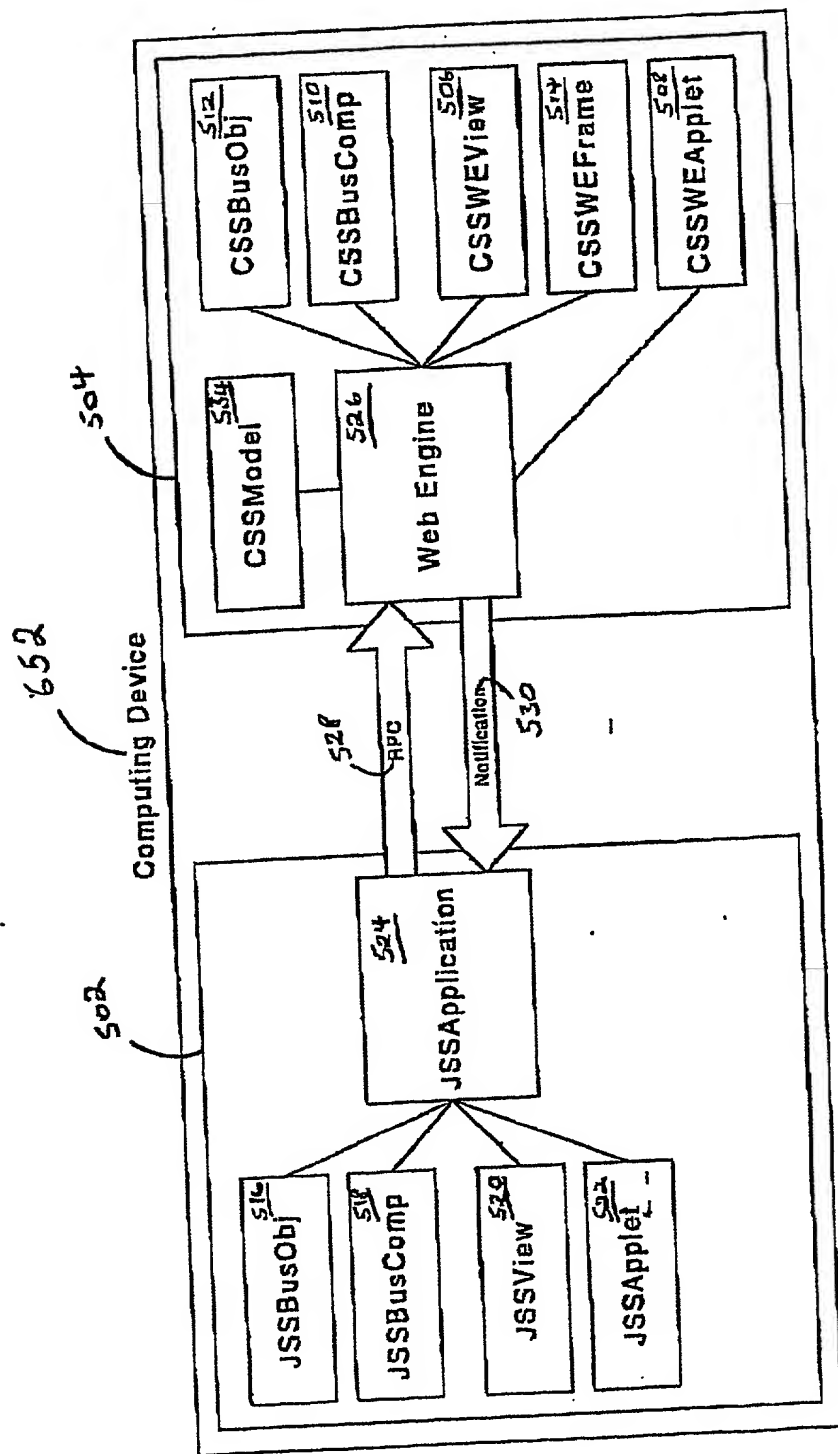


FIG. 6B

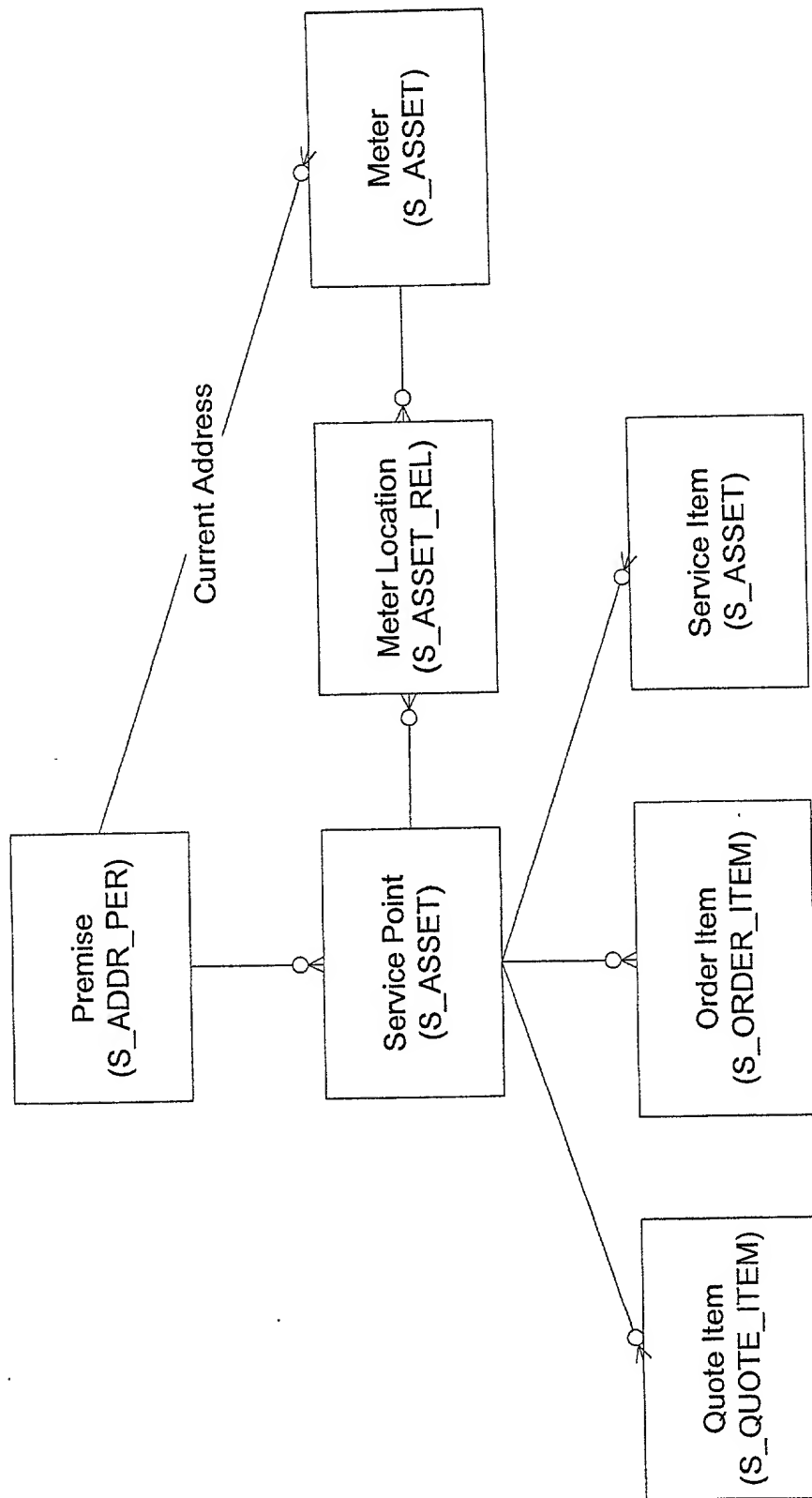


Fig. 7A

700

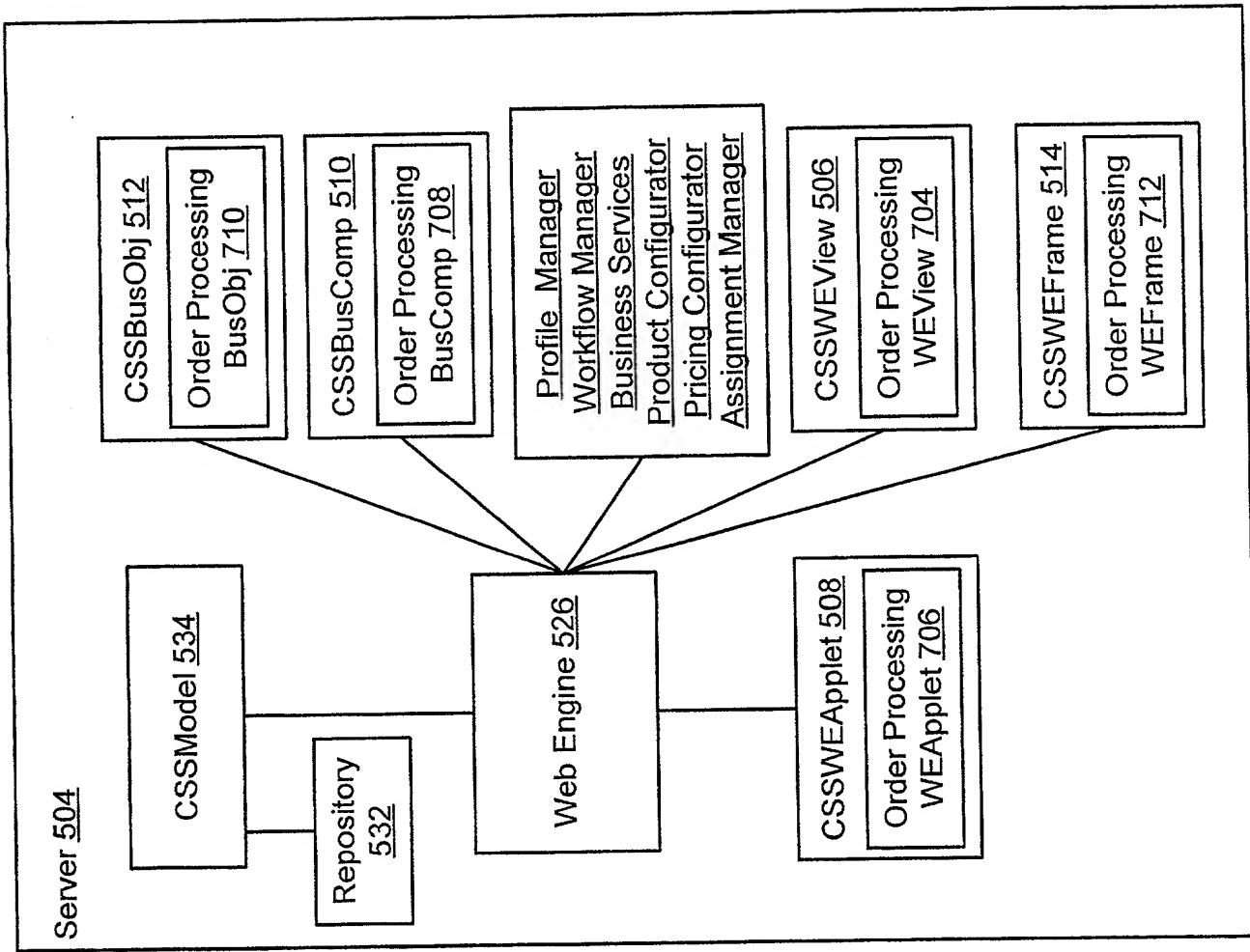


Fig. 7B

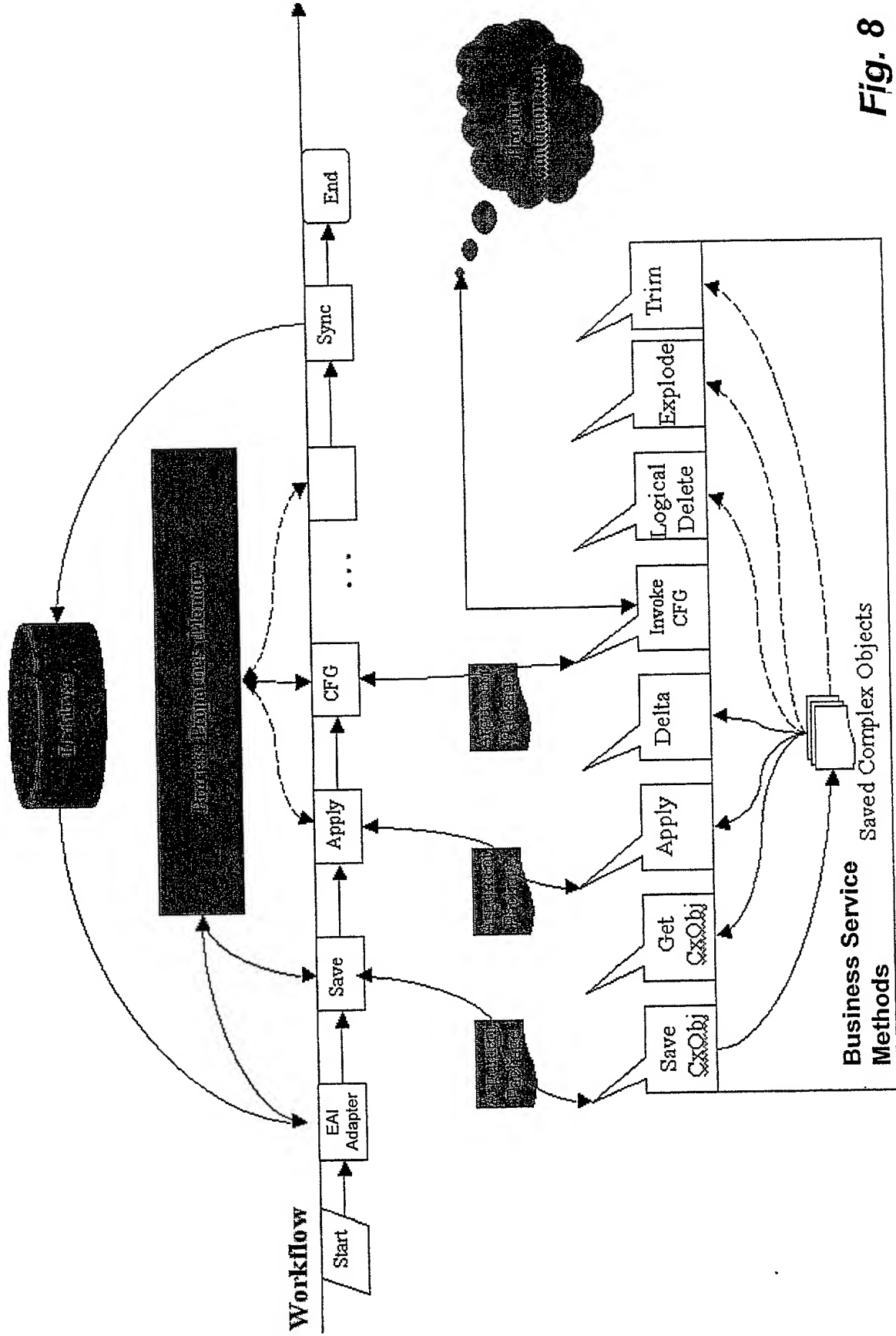


Fig. 8

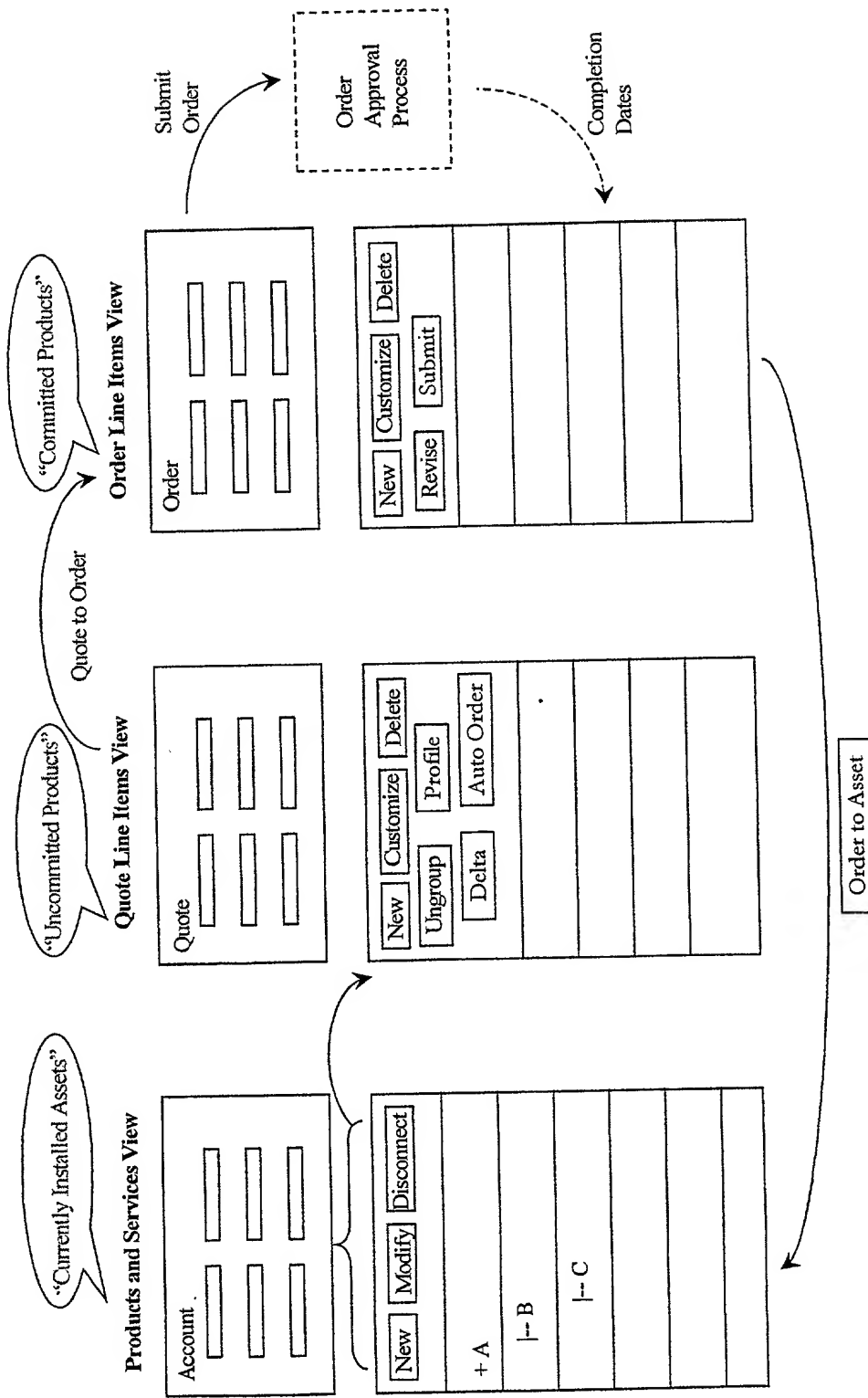


Fig. 9A

File Edit View Help

Home Accounts Premises Work Orders Trouble Tickets Service Requests Fraud Management Credit Management Agreements Co

Show: All Accounts

900

Null Query

Account.

New	Name	Site	Parent	Main Phone #	Status	Type	Account Team	Account
	ABC Americas East	Move		(908) 456-8900	Active	Distributor	SADMIN	Customer
	ABC Mart # 18	Montgomery		(908) 325-6701	Active	Retailer	SADMIN	Customer
<input checked="" type="checkbox"/>	ABC Mart #17	Princeton	ABC Americas East	(908) 325-6702	Active	Retailer	SADMIN	Customer
	ABC Mart #21	Pennington		(908) 325-7801	Active	Retailer	SADMIN	Customer
	ABC Mart HQ	HQ		(908) 456-8900	Active	Distributor	SADMIN	Customer
	Ace Corporation			(908) 456-8900	Active	Distributor	SADMIN	Customer
	Americas Accounts			(908) 456-8900	Active	Distributor	SADMIN	Customer

More Info Account Affiliations Account Catalogs Account D&B Reports Account Team Activities Activity Plans Address Profile Address

New Save Move

3 of 7

Name: ABC Mart #17

Address Line 1: 1200 University Avenue

City:

Zip:

Site: Princeton

Address Line 2:

State:

Country:

Synonyms:

Status: Active

Industry:

Account Team: SADMIN

*Account Type: Retailer

Main Phone #: (908) 325-6702

Main Fax #: (908) 325-6705

*Account Class: Customer

Fig. 9B

Fig. 9C

932

Quote:

Quote [New] [Save] [Verify] [Browse Catalog] [Revise] [Update Order Only] [Get Advice] 1 of 7+

Quote #: 1-10MLH
 Revision: 1
 *Name: 1-10MLH
 Active: ☒
 Comments:

Opportunity:
 *Status: Order Placed
 Price List: Application List Prices - eBusine
 Discount:
 Agreement Name:
 Organization: Default Organization

Account: Marriott International
 Last Name: Dalton
 First Name: Mike
 *Currency: USD
 Service Account: Marriott International
 Billing Account: Marriott International

Site: HQ
 *Sales Rep: SADMIN
 Effective: 8/3/2001
 Through: 9/2/2001
 *Created: 8/3/2001
 Due:

934

More Info		Agreements		Attachments		Bill To/Ship To		Line Items		Line Item (SMP)		Orders		Terms & Totals		Charts	
															1-4		
Sequence	Qty	Item	Start Price	Net Price	Extended Price	UoM	Service ID	Service Point ID	Action								
1	10	California Wireless 6	150.00	150.00	1500.00	Each		12-48HDJ39	Add								

Fig. 9D-1

More Info		Attachments		Bill To/Ship To		Line Items		Line Item (SAP)		Orders		Terms & Totals		Charts	
Sequence	Qty	Item	Start Price	Net Price	Extended Price	UoM	Service ID	Service Point ID	Action						
1	10	California Wireless B	150.00	150.00	1500.00	Each		12-48HDJ39							
2	1	Call Waiting	3.00	3.00	30.00	Per Month	273498201		Update						
3	1	Nokia 8009	160.00	160.00	160.00	Each			Add						
4	1	Hands Free Access	25.00	0.00	0.00	Each			Delete						

Totals Line Detail Attributes

1 of 7+

Item Total MRC:

30.00

Total Item Discount MRC:

10.00

Net Total MRC:

20.00

Adjustment MRC:

0

Item Total HRC:

150.00

Total Item Discount HRC:

100.00

Net Total HRC:

50.00

Adjustment HRC:

0

Comments:

Description of pricing, discounts and adjustments for both MRC and HRC.

Fig. 9D-2